

GENERAL SERVICE ADMINISTRATION
Federal Supply Service
Authorized Schedule 71-II-K
Comprehensive Furniture Management Services
FSC Group 71, Part II, Section K
SIN 712-1, 712-2, 712-3, 712-6, and 712-97

Contract Number: GS-29F-0029W
Effective August 16, 2010 through August 15, 2015
Price List



UNIVERSAL FURNITURE INSTALLATIONS, INC.

#10 Kimler Drive, Suite B • Maryland Heights, MO 63043
(314) 344-4410 • FAX: (314) 344-4416
www.ufiinc.com • info@ufiinc.com



For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov. On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address GSA Advantage! is GSAAdvantage.gov.

Special Notice to Agencies: Small Business Participation

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. To enhance Small Business participation, SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

For orders exceeding the micropurchase threshold, FAR 8.404 requires agencies to consider the catalogs/pricelists of at least three GSA schedule contractors or consider reasonably available information by using the GSA Advantage! on-line shopping service (www.fss.gsa.gov). The Catalogs/pricelists, GSA Advantage! and the Federal Supply Service Home Page (www.fss.gsa.gov) contain information on a broad array of products and services offered by small business concerns.

For orders exceeding the micropurchase threshold, customer are to give preference to small business concerns when two or more items of the same delivered price will satisfy the requirement(s).

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, women-owned small, veteran-owned small and service disables veteran-owned small businesses among those considered when selecting pricelists for a best value determination.

UFI, Inc. is a small business concern.

DUNS Number: 17 290 261

Basic Discount: 22.75%

Prompt Payment Terms: Net 30

Delivery Terms: 30 days ARO

FOB Terms: UFI will deliver in one week if necessary.

Minimum Order: \$100.00 Net

Maximum Order: \$125,000.00 Net

Warranty: 1 year

Return Policy/Restocking Fee: None

Cancellation Policy: None

Price Reductions Clause: In accordance with Clause 552.238-76, Price Reduction, the category of customer upon which this award is predicated is Universal Furniture Installations, Inc.'s Commercial end User (TPG) who receives a 15%-20% discount from Universal Furniture Installations, Inc.'s price sheet

SIN Proposed	712-1	712-1
Service Proposed	Project Mgr.	Lead Installer
Commercial Price list	\$70.00	\$45.00
Unit of Issue	Hour	Hour
Most Favored Customer	TPG	TPG
Discount Offered to MFC &	20.00%	20.00%
MFC Price	\$56.00	\$36.00
GSA Discount	22.75%	22.75%
Price Offered to GSA (w/o IFF)	\$54.08	\$34.76
Price Offered to GSA (w/ IFF)	\$54.50	\$35.00
SIN Proposed	712-2	712-2
Service Proposed	Installer	Truck
Commercial Price list	\$35.00	\$35.00
Unit of Issue	Hour	Hour
Most Favored Customer	TPG	TPG
Discount Offered to MFC &	20.00%	20.00%
MFC Price	\$28.00	\$28.00
GSA Discount	20.75%	20.75%
Price Offered to GSA (w/o IFF)	\$27.74	\$27.74
Price Offered to GSA (w/ IFF)	\$28.00	\$28.00

SIN Proposed	712-3
Service Proposed	Laborer
Commercial Price list	\$28.00
Unit of Issue	Hour
Most Favored Customer	TPG
Discount Offered to MFC &	15.00%
MFC Price	\$23.80
GSA Discount	17.00%
Price Offered to GSA (w/o IFF)	\$23.24
Price Offered to GSA (w/ IFF)	\$23.50
SIN Proposed	712-6
Service Proposed	Furn. Repairer
Commercial Price list	\$45.00
Unit of Issue	Hour
Most Favored Customer	TPG
Discount Offered to MFC &	20.00%
MFC Price	\$36.00
GSA Discount	22.75%

Price Offered to GSA (w/o IFF)	\$34.76
Price Offered to GSA (w/ IFF)	\$35.00

SIN Proposed	712-97	712-97	712-97
Service Proposed	Installer	Laborer	Truck
Commercial Price list	\$35.00	\$28.00	\$35.00
Unit of Issue	Hour	Hour	Hour
Most Favored Customer	TPG	TPG	TPG
Discount Offered to MFC &	20.00%	15.00%	20.00%
MFC Price	\$28.00	\$23.80	\$28.00
GSA Discount	20.75%	17.00%	20.75%
Price Offered to GSA (w/o IFF)	\$27.74	\$23.24	\$27.74
Price Offered to GSA (w/ IFF)	\$28.00	\$23.50	\$28.00

Price Proposal - Detailed narrative of each of UFI's services offered.

Lead Installer: UFI charges \$30.00 per hour per installer supervisor. A Lead Installer supervisor manages a project from start to finish and ensures customer satisfaction. Installer supervisors have superior technical knowledge and experience.

Installer: UFI charges \$28.00 per hour per installer. This is for non-union work performed during normal business hours. This price is based on the cost to employ an installer, including (but not limited to) hourly rate, health insurance, disability insurance, cell phone company vehicle and fuel reimbursements.

Laborer: UFI charges \$25.00 per hour per mover. This price is significantly less than a general installer because movers do not require systems furniture knowledge and generally are less experienced in the industry.

Furniture Repairer: UFI charges \$32.00 per hour per refinisher. This rate includes picking-up materials to complete the refinishing, site visits to match colors, refinishing on site, picking-up furniture to refinish in UFI's warehouse, and refinishing in UFI's warehouse. Materials used to refinish furniture may be included in our customer's quotes. If UFI does a refinishing job on a time and material basis, materials will be charged at the cost to purchase plus a 15% mark-up.

Box Truck: UFI charges \$25.00 per hour per box truck. This price includes fuel to and from the job site and general maintenance. General maintenance for a box truck includes (but is not limited to) oil changes, inspections, tire replacement and new parts.

Additional Costs: UFI considers the following list of services when providing estimates. These services increase the amount of time to complete a job or cost incurred to complete a job. UFI considers these items when completing a price estimate:

- Stairs – If product purchased or moved needs to be carried up or down stairs, this will increase the price of the estimate because carry-ups or carry-downs increase the amount of time to complete an installation.
- Normal delivery access – If UFI installers are required to load or unload a truck more than 100 feet from the entrance of the building, estimated costs increase. Transferring the product over a distance increases the length of time to complete an installation.
- Loading dock – Lack of a loading dock on a job site can increase the estimated completion time (and therefore cost) to complete a job because product may need to be taken off or placed on a truck using a lift gate.

- Trash removal – If UFI installers are required to remove trash from a site instead of placing trash in a customer-provided dumpster, UFI may charge an additional amount in a price estimate. If a box truck is not otherwise required to complete a job, removing a large amount of trash will require driving a box truck to the site to place the trash in when the job is complete. UFI also incurs the cost of taking cardboard to a recycling facility and disposing of non-recyclable rubble.
- Pre-assembled furniture – UFI assumes that furniture ordered by our customers will be assembled at the factory that produces it. If it is known the furniture will ship knocked down or flat in boxes, UFI must add the cost to assemble these pieces in our estimates. Knock down furniture requires more boxes, therefore it takes longer to unbox. Knock down furniture must also be assembled before it can be placed.
- Equipment – UFI has a large inventory of equipment used in standard furniture installations and moves. If UFI is required to purchase or rent a piece of equipment specific to one project, the cost of part or the whole of the equipment may be transferred to our client.
- Wall Mounting – Items mounted to sheet rock will not incur additional costs. However, if UFI is required to mount furniture to concrete walls or floors, an additional cost may be incurred due to the necessity of using non-standard equipment such as a hammer drill.
- Materials – If UFI must purchase materials for a job, those materials will be incorporated in our price estimate. Materials can include spray glue, screws, refinishing supplies, zip-its or parts and pieces.

Price Estimates: UFI incorporates hours required to complete a job, material costs and additional costs into its price estimates. These estimates can be based on site visits or detailed plans and product lists. The price is based upon the sum of the hours required to complete the job for installers, installer supervisors, box trucks, movers and additional costs.